



**FEDERAL PUBLIC SERVICE COMMISSION**  
**COMPETITIVE EXAMINATION-2020**  
**FOR RECRUITMENT TO POSTS IN BS-17**  
**UNDER THE FEDERAL GOVERNMENT**

Roll Number

**BUSINESS ADMINISTRATION**

<b>TIME ALLOWED: THREE HOURS</b>	<b>PART-I (MCQS)</b>	<b>MAXIMUM MARKS = 20</b>
<b>PART-I(MCQS): MAXIMUM 30 MINUTES</b>	<b>PART-II</b>	<b>MAXIMUM MARKS = 80</b>
<b>NOTE: (i) Part-II is to be attempted on the separate Answer Book.</b>		
<b>(ii) Attempt ONLY FOUR questions from PART-II. ALL questions carry EQUAL marks.</b>		
<b>(iii) All the parts (if any) of each Question must be attempted at one place instead of at different places.</b>		
<b>(iv) Write Q. No. in the Answer Book in accordance with Q. No. in the Q.Paper.</b>		
<b>(v) No Page/Space be left blank between the answers. All the blank pages of Answer Book must be crossed.</b>		
<b>(vi) Extra attempt of any question or any part of the question will not be considered.</b>		
<b>(vii) Use of calculator is allowed.</b>		

**PART – II**

- Q. No. 2.** Discuss that Management is evolutionary process. Substantiate your answer through commenting on contribution made by Fredrick Taylor, Max Weber and Elton Mayo. **(20)**
- Q. No. 3.** What are the key elements involved in designing organizational structure? **(20)**
- Q. No. 4.** What is the importance of Employees Performance Appraisal? Discuss the problems faced in Employee Appraisal. **(20)**
- Q. No. 5.** Describe how would you plan Integrated Communication Process for launching a product. **(20)**
- Q. No. 6.** What is Bullwhip effect and how does it relate to lack of coordination in the supply chain. **(20)**
- Q. No. 7.** Explain the following analytical tools of Financial Management: **(05 each) (20)**
- (a) Time series analysis versus cross sectional analysis.
- (b) Horizontal analysis versus vertical analysis.
- (c) Liquidity ratios versus debt ratios.
- (d) Turnover ratios versus profitability ratios.
- Q. No. 8.** Tiger Corporation is considering to invest in a given project. After tax cash flows of the project are given below: **(20)**

<b>Years</b>	<b>Project (\$)</b>
Initial Cash Flow	150,000
1	50,000
2	56,000
3	64,000
4	68,000
5	72,000

Determine Payback Period, Net Present Value and Profitability Index using 13% as required rate of return.

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